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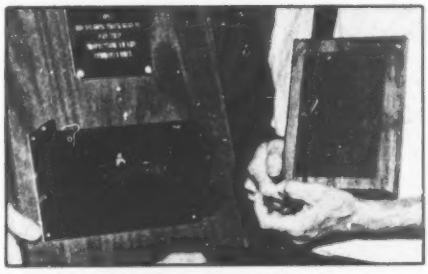
THE BOTTOM LINE FOR LIGHTWEIGHT OPTIONS

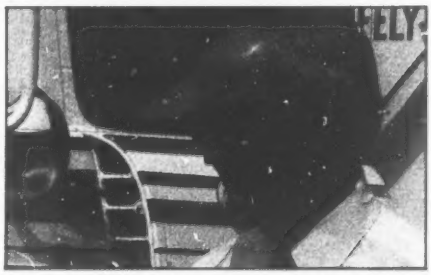
Weight Saved: 638 lb – Cost of Options: $4013

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 12 DECEMBER 1981

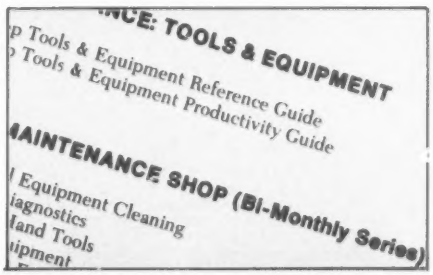
70 LIGHTWEIGHT: THE BOTTOM LINE
Despite the future promise of plastics and fiberglass, aluminum is still the number one material for lightweight trucks and components. Yet fleets can pay a heavy premium for lighter-weight equipment. What's the cost, and what's the payoff? CCJ looks at the bottom line.



78 ROOKIES OF THE YEAR
Complete listing of the winners of CCJ's 1981 Rookie Of The Year Award presented in conjunction with the ATA Safe Truck Driver Roadeo program.



81 THE SANDLAPPERS OF RAVEN ROAD
Dick Few, president of Cooper Motor Lines, Greenville, S.C., joined the ranks of ATA chairmen in October in Washington, D.C. Still young at 55, Few is setting aside his loyalty to Cooper Motor Lines at a time of economic turmoil for regulated motor carriers to devote a year to promoting the trucking industry nationally.



85 1981 EDITORIAL INDEX
A handy reference and cross-section of the feature stories published by CCJ during the last 12 months, plus coverage of major new product announcements.

88 REBUILD-REMANUFACTURING: PART IV
More starters and alternators are rebuilt nationwide than any other truck component. This fourth and final installment in this series cautions that rebuilt electrical components can save money, but the fleet better be sure of what it's getting. (Editor's note: Parts one through three in this series were published in July, September and November.)

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facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	Inter-national	Jeep Corp.	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White*	Others	Total Trucks
Under 6,000 lbs.	Aug.-81	403	449	240	11,386	—	—	2,114	—	—	—	—	3,725	—	—	18,317
	8 Mos.-81	184,576	37,757	2,309	99,388	—	—	24,823	—	—	—	—	29,569	—	—	378,422
6,001-10,000 lbs.	Aug.-81	4,506	1,572	6,039	26,995	—	63	812	—	—	—	—	—	—	—	39,987
	8 Mos.-81	136,225	33,864	47,400	254,486	—	899	14,512	—	—	—	—	—	—	2	487,388
10,001-14,000 lbs.	Aug.-81	—	—	3	—	—	—	—	—	—	—	—	—	—	—	3
	8 Mos.-81	—	—	247	—	—	—	—	—	—	—	—	—	—	—	247
14,001-16,000 lbs.	Aug.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	8 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	11	11
16,001-19,500 lbs.	Aug.-81	44	114	—	—	—	—	—	—	—	—	—	—	—	—	158
	8 Mos.-81	523	855	—	—	—	—	—	—	—	—	—	—	—	9	1,387
19,501-26,000 lbs.	Aug.-81	856	1,483	—	882	—	725	—	—	—	186	—	—	—	—	4,132
	8 Mos.-81	11,819	12,262	—	6,613	—	6,329	—	—	—	924	—	—	—	—	37,947
26,001-33,000 lbs.	Aug.-81	—	41	—	2,438	—	1,181	—	—	—	52	—	—	—	—	3,712
	8 Mos.-81	—	526	—	16,825	—	11,211	—	—	—	314	—	—	—	—	28,876
33,001 lbs. and over	Aug.-81	141	1,075	—	897	660	2,040	—	568	1,239	—	543	—	127	b141	7,431
	8 Mos.-81	1,093	8,376	—	6,112	6,169	16,091	—	7,286	11,042	—	4,670	—	2,960	c1,366	65,165
Total	Aug.-81	5,950	4,734	6,282	42,598	660	4,009	2,926	568	1,239	238	543	3,725	127	141	73,740
	8 Mos.-81	334,236	93,640	49,956	383,424	6,169	34,530	39,335	7,286	11,042	1,238	4,670	29,569	2,960	1,408	999,463
	8 Mos.-80	286,111	84,571	61,014	315,728	6,868	28,417	25,008	6,660	13,501	—	4,542	20,387	4,684	a1,960	879,471
Trucks with Diesel Engines:	8 Mos.-81	7,062	16,873	—	15,952	6,169	28,716	—	7,286	11,042	1,238	4,670	23,044	2,960	c1,366	126,398
	8 Mos.-80	27,011	24,966	—	21,833	6,868	21,002	—	6,660	13,501	—	4,542	11,584	4,684	1,205	143,876

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. a— Includes 716 AM General.
b—Includes 34 Marmon Motor. c—Includes 149 Marmon Motor.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Aug.-81	4	—	302	—	75	381
	8 Mos.-81	3,161	—	3,309	—	592	7,062
Ford	Aug.-81	—	—	133	1,327	862	2,322
	8 Mos.-81	—	—	947	9,119	5,886	15,952
Freightliner	Aug.-81	—	—	—	—	660	660
	8 Mos.-81	—	—	—	—	6,169	6,169
GMC	Aug.-81	168	—	834	40	1,041	2,083
	8 Mos.-81	2,401	—	5,776	519	8,117	16,873
International	Aug.-81	—	38	340	1,013	2,040	3,431
	8 Mos.-81	—	303	2,849	9,484	16,080	28,716
Kenworth	Aug.-81	—	—	—	—	568	568
	8 Mos.-81	—	—	—	—	7,286	7,286
Mack	Aug.-81	—	—	—	—	1,239	1,239
	8 Mos.-81	—	—	—	—	11,042	11,042
Mercedes-Benz	Aug.-81	—	—	186	52	—	238
	8 Mos.-81	—	—	924	314	—	1,238
Peterbilt	Aug.-81	—	—	—	—	543	543
	8 Mos.-81	—	—	—	—	4,670	4,670
Volkswagen	Aug.-81	3,066	—	—	—	—	3,066
	8 Mos.-81	23,044	—	—	—	—	23,044
White	Aug.-81	—	—	—	—	127	127
	8 Mos.-81	—	—	—	—	2,960	2,960
Others	Aug.-81	—	—	—	—	256	256
	8 Mos.-81	—	—	—	—	1,386	1,386
Total	Aug.-81	3,238	38	1,795	2,432	7,411	14,914
	8 Mos.-81	28,666	303	13,805	19,436	64,188	126,398
	Aug.-80	1,715	802	1,410	2,918	7,109	13,954
	8 Mos.-80	46,224	2,699	6,582	20,339	68,032	143,876

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Sept. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	69,873	707,042	244,134
6,001-10,000 lbs.	62,117	669,073	180,491
10,001-14,000 lbs.	16	356	111
Medium Duty			
14,001-16,000 lbs.	—	11	—
16,001-19,500 lbs.	128	1,712	233
19,501-26,000 lbs.	5,423	58,630	19,834
Heavy Duty			
26,001-33,000 lbs.	4,298	40,577	14,811
33,001 lbs. and over	8,370	77,509	25,070
Totals—1981	150,225	1,554,910	484,684
Totals—1980	151,443	1,735,328	493,224

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	Aug. 1981	8 Months—1981 Units	8 Months—1981 Value*
Vans	6,073	45,013	576,464
Tanks	556	4,907	144,969
Bulk commodity and dry material	141	1,370	36,727
Pole and logging	77	736	7,852
Platform	1,666	14,019	120,663
Low-bed heavy haulers (over 10 tons)	666	5,483	68,673
Dump trailers and dump chassis	512	4,463	65,382
Auto transports	74	1,041	12,959
All other tractors and chassis			
Total—Complete tractors and chassis	9,765	77,032	1,033,689
Detachable trailers†	690	5,920	53,257
Detachable trailers chassis†	1,251	10,235	49,545
Dollies or converter gear	609	4,437	18,604

Source: Industry Division, Bureau of the Census.
†Sold separately
*Add 000

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat	Cummins	Detroit Diesel	Inter-national	Mack	All Others*	Total
Chevrolet	Aug.-81	86	—	340	—	—	4	430
	8 Mos.-81	1,305	96	2,902	—	—	3,672	7,975
Ford	Aug.-81	949	500	1,288	—	—	—	2,737
	8 Mos.-81	7,585	4,048	7,754	—	—	—	19,387
Freightliner	Aug.-81	129	479	52	—	—	—	660
	8 Mos.-81	955	4,291	990	—	—	—	6,236
GMC	Aug.-81	371	439	1,366	—	—	168	2,344
	8 Mos.-81	3,340	3,684	9,338	—	—	2,490	18,852
International	Aug.-81	171	2,221	403	1,491	—	38	4,324
	8 Mos.-81	1,906	15,783	3,550	13,378	—	360	34,979
Jeep Corp.	Aug.-81	—	—	—	—	—	a422	422
	8 Mos.-81	—	—	—	—	—	a3,196	3,196
Kenworth	Aug.-81	146	421	126	—	—	—	693
	8 Mos.-81	1,628	5,154	1,214	—	—	—	8,006
Mack	Aug.-81	56	77	21	—	1,453	20	1,627
	8 Mos.-81	330	584	234	—	12,429	127	13,704
Mercedes-Benz	Aug.-81	—	—	—	—	—	238	238
	8 Mos.-81	—	—	—	—	—	1,238	1,238
Peterbilt	Aug.-81	193	[illegible]	98	—	—	—	622
	8 Mos.-81	1,703	2,892	507	—	—	—	5,102
Volkswagen	Aug.-81	—	—	—	—	—	3,090	3,090
	8 Mos.-81	—	—	—	—	—	23,747	23,747
White	Aug.-81	10	120	23	—	—	—	153
	8 Mos.-81	414	2,118	805	—	—	—	3,337
Others	Aug.-81	67	168	50	—	—	—	285
	8 Mos.-81	b378	c527	d569	—	—	—	e1,474
Totals	Aug.-81	2,178	4,756	3,767	1,491	1,453	3,980	17,625
	8 Mos.-81	19,546	39,187	27,863	13,378	12,429	34,830	147,233
	Aug.-80	2,383	4,120	3,210	2,288	1,389	2,645	16,035
	8 Mos.-80	22,036	37,426	26,391	7,484	14,645	52,693	162,677

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
* "All Others" includes Isuzu, Nissan, Olds, Scandia Vabis. a—Isuzu. b—Includes 24 Marmon Motor.
c—Includes 137 Marmon Motor. d—Includes 12 Marmon Motor. e—Includes 173 Marmon Motor.